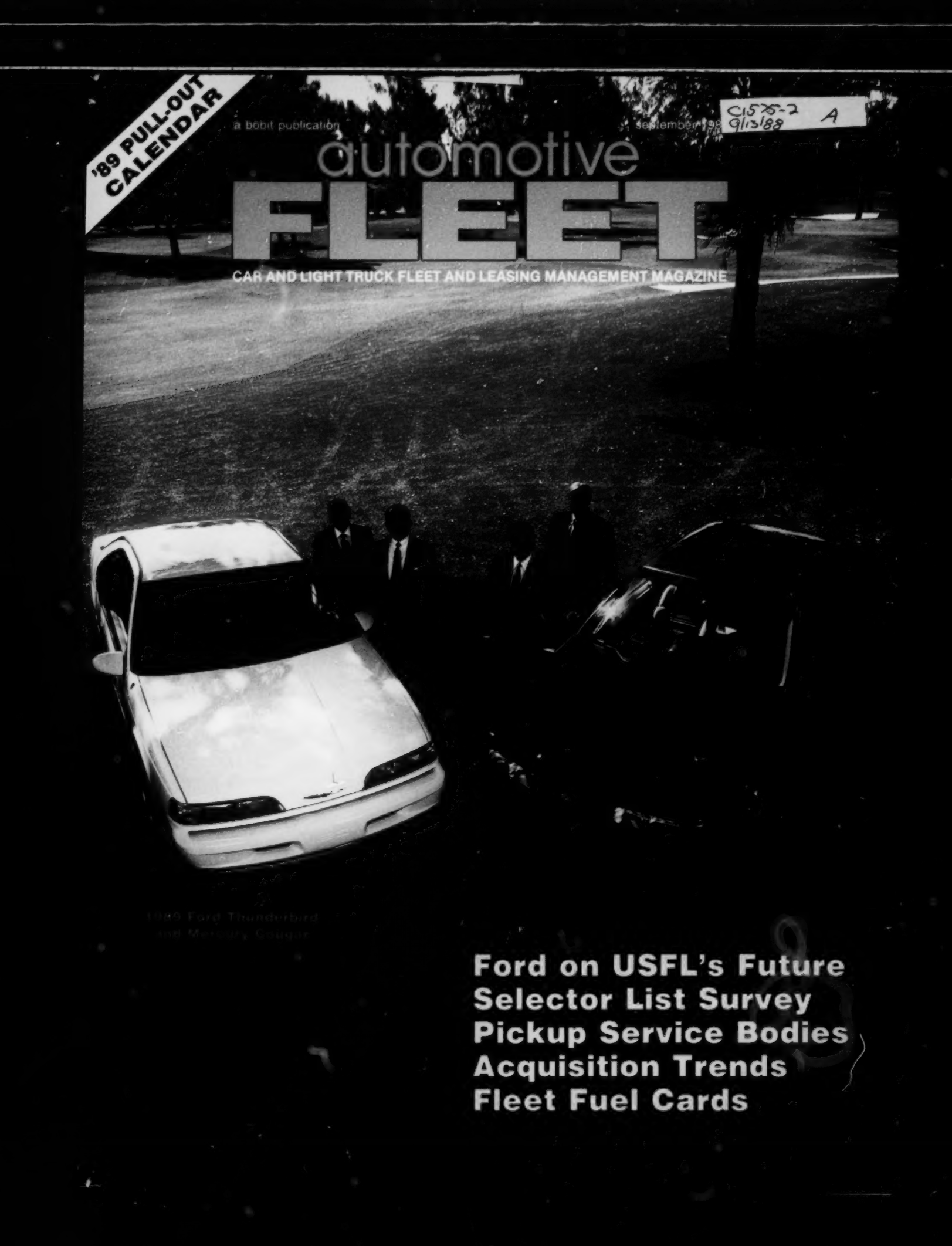
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FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE
1989 Ford Thunderbird and Mercury Cougar
Ford on USFL's Future
Selector List Survey
Pickup Service Bodies
Acquisition Trends
Fleet Fuel Cards

automotive
FLEET
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

SEPTEMBER 1988
VOL. 27, NO. 11

Influencing the management of
4,720,000 cars and 2,000,000 light trucks
and vans in business, leasing, rental,
utility, government, police and taxi fleets.

p. 20

p. 56

On the cover: On the left is the all-new 1989 Ford Thunderbird with Ford Division's General Fleet Sales Manager Bill Willis in the foreground. Behind Willis is Lou Polsinelli, Ford Division's fleet sales manager. Standing in the foreground next to the all-new 1989 Mercury Cougar is Don Langefeld, Lincoln-Mercury's leasing and fleet sales manager. Behind Langefeld is John Treter, L-M's major leasing & fleet accounts manager.

Features

20 **Ford Discusses USFL's Future**
Parent company says vehicle leasing unit not for sale.

31 **Selector Lists: Which Models are Fleets Offering**
Results of an Automotive Fleet Survey.

44 **Fleet Fuel Card Programs**
A summary of four national account programs available today.

50 **Trends and Changes in Vehicle Acquisition**
What issues are facing fleet managers regarding vehicle acquisition?

56 **Fairness of Taxation of Off-Airport Firms**
The president of Thrifty Car Rental addresses this issue.

68 **Spark Plug Service: Revisiting the Basics**
Important points to consider in choosing spark plugs.

72 **Fleet Cars Circa 1990**
A manufacturer-by-manufacturer sneak preview.

95 **1989 Model Domestic Car-Body Family Designations**
Minding your Ps and Qs in platform designations.

96 **1989 Model Year Car Specifications**
A model-by-model specification rundown.

130 **Larimer County Fleet Management Department**
This fleet covers 2,640 sq. miles in Colorado's Rockies.

136 **AALA's 1988 Midyear Meeting Program**
An agenda for this month's meeting in Chicago.

137 **Leaseway Puerto Rico**
This full-service lessor has grown to manage 8,000 vehicles.

Truck Section

80 **Utility Fleet Experiments With CNG**
The Philadelphia Electric Co. has converted 46 vans and trucks.

82 **Pepperidge Farm Switches from Owning to Leasing**
The change was made to offer distributors lower prices on equipment.

84 **Pickup Service Bodies**
Service bodies are among the most popular types of fleet equipment.

Departments

Letters	11	Used Car Prices	148
Industry News	12	New Products	150
Hotline	29	Classified	152
Light Truck/Van News	91	Gas Prices	153
Personnel Personals	138	Calendar	153
Leasing	143	Ad Index	153
Rental	144	Editorial	154

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AF recently surveyed the top 100 commercial fleets and the top 10 utility fleets to see if selector lists play a role in their fleet administration policies. Here are the results, based on the tabulated responses of 62 fleet managers.

Selector Lists: Which Models are Fleets Offering?

Today's economy demands a tight fist when allocating funds and companies face the issue of controlling costs on a daily basis. Acquiring fleet vehicles can be quite costly, but doing so in an efficient manner can help a fleet manager reduce costs significantly.

Developing a selector list with a choice of vehicles for drivers to choose is an effective way to build a quality fleet, one that will be reliable, cost-effective, and an asset to the company's image.

An effective selector list should be developed to include vehicles that combine several standard factors. Initial cost, operating costs, ultimate resale value, and serviceability represent basic ingredients in developing an effective selector. An additional factor—prestige—also may be a factor for a fleet supplying cars to executives.

1988 Fleet Selector Survey

In a recent survey of *Automotive Fleet*'s 1988 Top 100 commercial fleets and Top 10 utility fleets, fleet managers were asked if they included a selector list as part of their fleet administration policy. Out of 110 questionnaires sent out, 62 were returned. Of that, 59 indicated they used a selector list.

Fleet managers were also asked to list the makes and models listed on their individual selectors, categorized by size (luxury, standard, mid-size, and compact/subcompact). Additionally, they were asked to identify the makes as they were offered to different groups of employees (executive, middle management, and sales or technical).

It should be noted that the size classifications given car models today vary depending on individual perceptions. For instance, the

Are Fleets Offering Luxury Cars?

Luxury cars on selector lists

Oldsmobile Ninety Eight	11
Buick Electra/Park Avenue	10
Lincoln Town Car	10
Chrysler New Yorker	8
Chevrolet Caprice Classic	7
Buick Century	6
Chrysler Fifth Avenue	6
Mercury Grand Marquis	6
Mercury Sable	6
Oldsmobile Cutlass Ciera	6
Ford Crown Victoria	5
Oldsmobile Delta 88	5
Chrysler LeBaron	4
Dodge Dynasty	4
Buick LeSabre	3
Cadillac Brougham	3
Cadillac Seville	3
Pontiac 6000	3
Ford Taurus	2
Pontiac Bonneville	2
Dodge 600	1
Jaguar	1
Lincoln Mark VII	1
Mercedes-Benz 560 SEL	1
Mercury Marquis LS	1
No executive selector list	20
Executives can pick any car on selector list	5
Unlimited choice within price limits	5
Unlimited choice	1

AF's 1988 Selector List Survey

Compact/subcompact cars on selector lists

Ford Tempo	17
Chevrolet Cavalier	12
Mercury Topaz	11
Chevrolet Corsica	10
Ford Escort	7
Plymouth Reliant	7
Pontiac Grand Am	5
Plymouth Sundance	4
Dodge Aries	3
Pontiac Sunbird	3
Buick Skylark	2
Dodge Omni	2
Dodge Shadow	2
Chrysler LeBaron	1
Ford Mustang	1
Mercury Tracer	1
Oldsmobile Firenza	1
Plymouth Horizon	1
Toyota Camry	1
Toyota Corolla	1
Volkswagen Jetta	1

Mid-size cars on selector lists

Ford Taurus	29
Chevrolet Celebrity	20
Pontiac 6000	20
Buick Century	15
Oldsmobile Cutlass Ciera	14
Chrysler LeBaron	11
Mercury Sable	11
Dodge Dynasty	9
Plymouth Caravelle	8
Dodge 600	7
Oldsmobile Cutlass Calais	3
Buick Skylark	2
Chevrolet Caprice Classic	2
Mercury Cougar	2
Buick Regal	1
Dodge Aries K	1
Dodge Lancer	1
Ford Tempo	1
Mazda 626	1
Pontiac Grand Am	1

Standard-size cars on selector lists

Chevrolet Caprice Classic	16
Buick LeSabre	13
Oldsmobile Delta 88	13
Dodge Dynasty	12
Ford Taurus	11
Ford Crown Victoria	10
Pontiac Bonneville	10
Pontiac 6000	10
Buick Century	9
Mercury Sable	9
Oldsmobile Cutlass Ciera	9
Chevrolet Celebrity	8
Chrysler New Yorker	4
Plymouth Caravelle	3
Chrysler LeBaron	3
Chrysler Fifth Avenue	2
Mercury Grand Marquis	2
Ford Thunderbird	2
Plymouth Reliant	2
Dodge 600	1
Buick Skylark	1
Oldsmobile Cutlass Calais	1
Chrysler Park Avenue	1
Plymouth Sundance	1
Dodge Shadow	1

Footnote: A number of models appear in more than one size category due to the varying definitions of size range.

Crown Victoria, which Ford considers a full-size model, was listed as a standard-size offering on 10 of the responses to the survey and as a luxury offering on five responses. Other examples include the Ford Taurus, a mid-size car which appears on respondents' selector lists as a luxury car and a standard size car as well as mid-size. So, individual fleet managers tend to classify certain models in accordance with their own size-range definitions. This is why a number of models appear in more than one size category on the chart on this page.

According to survey results, Chevrolet's Caprice Classic was the most often mentioned standard-size car on a selector list, appearing on 16 responses. The Caprice Classic also appeared on seven responses as a luxury car choice, and twice as a mid-size model.

In the mid-size category, the Ford Taurus appeared on 29 survey responses. It also appeared as a luxury model twice, and as a standard size choice 11 times.

Listed most often as a compact/subcompact selector list choice was another Ford model, the Tempo. It appeared on 17 responses. It was listed as a mid-size choice on one response. The Chevrolet Cavalier appeared on 12 responses.

Of the 59 fleet managers indicating they use a selector list, 42 offered luxury car models to executive employees (See chart on page 31). Oldsmobile's Ninety-Eight Regency led the way, listed on 11 responses. Additionally, the survey revealed 20 fleets had no selector list for luxury cars; five fleets allow executives to pick any car on the selector list; five fleets provide executives an unlimited choice within specified price limits, and one fleet offered an unlimited vehicle choice for executives.

The survey also asked fleet managers if vans and light trucks were included on their selector. Results showed 67 percent offered these fleet vehicles on a selector and 33 percent did not. AF

Continued on page 38.

SELECTOR LIST - EXAMPLE #1

FLEET VEHICLE REQUISITION FORM
GROUP E

1988
MODEL YEAR

CURRENT UNIT NO	CURRENT MILEAGE
COST CENTER	NEW UNIT NO

EMPLOYEE DATA

NAME	POSITION	EMPLOYEE NO
RESIDENCE NO./STREET	CITY / STATE	ZIP CODE
HOME PHONE	OFFICE PHONE	

MAKE/MODEL

4-DOOR SEDAN 4-CYLINDER	COLOR PREFERENCE		TIRES	
	EXTERIOR	INTERIOR CLOTH	WHITE WALLS	BLACK WALLS
G.M. A-BODY CHEVROLET CELEBRITY				
PONTIAC 6000				
CHRYSLER DODGE LANCER				
PLYMOUTH CARAVELLE SE				
FORD TAURUS L				

COMPANY-PAID OPTIONAL EQUIPMENT

Automatic Transmission	Tinted All Glass	Body Side Molding	Bumper Guards
Power Steering	Radial Tires	AM/FM Stereo Cassette Radio	Floor Mats F&R
Power Brakes	Wheel Covers	Tilt Steering Wheel	Dual Mirrors
Air Conditioning	Cloth Interior	Speed Control	Power Door Locks
Rear Defroster	Heavy Duty Suspension	Trunk Light	

OPTIONAL EQUIPMENT AVAILABLE AT EMPLOYEE EXPENSE

TAURUS CLEARCOAT PAINT $155.49

Check in full amount PAYABLE to (name of company) must accompany this form if options are selected

PLEASE SIGN AGREEMENT ON BACK OF THIS FORM.

NEW HIRE-TRANSFER FLEET VEHICLE (Check A or B as applicable)

REQUEST RESULT OF

A ☐ New Hire/New Position

B ☐ Previously Established Vehicle Position

(1) ☐ Termination

(2) ☐ Internal Reassignment

FORMER EMPLOYEE

DIVISION/SUBSIDIARY HEAD

SIGNATURE / DATE

FINAL APPROVAL

SIGNATURE / DATE

FOR CORPORATE FLEET SERVICES USE ONLY

Shown above is one example of a selector list being used today. On the next page is another, more detailed example, offering drivers more choices of models and optional equipment.

Continued on page 40.

SELECTOR LIST - EXAMPLE # 2

1988 SELECTOR - MAKE/MODELS

CAR MAKE/MODEL	1987 PRICE*	MODEL AVAILABILITY	
CATEGORY IA			
Chevrolet Celebrity CL (Eurosport)	$11,768	2/4/Wgn.	
Chrysler LeBaron GTS Highline	10,980	4 Hatch	
Ford Taurus L	11,789	4/Wgn.	Category I will be split into IA and IB based on 10 years seniority or equivalent job title. IB vehicles will be equipped with two additional company-paid options: power windows and power locks.
Pontiac 6000	11,753	4/Wgn.	
CATEGORY IB			
Buick Century Custom	12,503	2/4/Wgn.	
Chrysler LeBaron Highline Coupe	12,090	2	
Ford Taurus GL	12,400	4/Wgn.	
Olds Cutlass Ciera	12,506	2/4/Wgn.	
Dodge Dynasty	N/A	4	
CATEGORY II			
Buick Century Ltd.	13,134	2/4/Wgn.	Category II is for first level field managers. Generally, vehicle selection will be the uptrim models of Category IB. Additionally, these vehicles will be equipped with three company-paid options: power windows, power locks and power seat (driver's side only).
Chrysler LeBaron Premium Coupe	13,485	2	
Ford Thunderbird	13,302	2	
Mercury Sable GS	13,517	4/Wgn.	
Olds Cutlass Ciera Brghm	13,274	2/4/Wgn.	
Dodge Dynasty LE (Premium)	N/A	4	
CATEGORY III			
Buick LeSabre Ltd.	15,354	2/4	Category III is for senior field managers.
Chrysler New Yorker	15,262	4	
Mercury Sable LS	14,133	4/Wgn.	
Olds Delta 88 Royale Brghm	14,999	2/4	
Pontiac Bonneville LE	14,115	4	
SPECIAL EXCEPTION			
Mercury Topaz LS	11,644	4	

*1987 Price - Price data is the latest 1987 published prices for anticipated equipment levels adjusted for a 3.0% anticipated price increase. No adjustments for mark-up, titling, taxes, dealer prep or fleet incentive cost reductions have been made. Four-door models utilized for pricing with the exception of Thunderbird and LeBaron Coupe which are only two-door models.

SELECTOR LIST - EXAMPLE # 2

Equipment Level

Corporate Fleet is recommending the following standard equipment levels:

LEVEL	CATEGORY I A	CATEGORY I B	CATEGORY II 1st LEVEL	CATEGORY III SR.
ITEM	0-10 YRS. SVC.	10+ YRS. SVC.	FIELD MGR.	MANAGER
4-Cylinder Engine	X	X	X	X
6-Cylinder Engine (if avail.) --	requires	Fleet	Manager's	Approval	X
Automatic Transmission	X	X	X	X
Heavy Duty Cooling	X	X	X	X
Heavy Duty Suspension	X	X	X	X
Air Conditioning	X	X	X	X
Power Steering	X	X	X	X
Power Brakes	X	X	X	X
Cloth or Vinyl Interior	X	X	X	X
Body Side Moldings	X	X	X	X
Radial Tires	X	X	X	X
Light Group	X	X	X	X
Cruise Control	X	X	X	X
Electric Window Defroster	X	X	X	X
Full Tinted Glass	X	X	X	X
Full Wheel Covers	X	X	X	X
Intermittent Windshield Wipers	X	X	X	X
AM/FM Stereo w/Cassette Deck/Clock	X	X	X	X
Floor Mats - Front	X	X	X	X
LH Remote, RH Manual Mirrors	X	X	X	
Tilt Steering Wheel	X	X	X	X
Power Windows		X	X	X
Power Locks		X	X	X
Power Driver's Seat			X	X
LH & RH Remote Mirrors				X

Employees currently can select optional equipment for their cars at their own expense, subject to the Fleet Manager's approval providing that such equipment does not adversely affect resale or detract from professional image. No change is being recommended in this policy.

SURVEY

According to a recent survey by Runzheimer Reports on Transportation, *a number of issues are facing fleet managers regarding vehicle acquisition, including changes in designs and styles, cost-effectiveness, and driver needs.*

Trends and Changes in Vehicle Acquisition

In order to identify trends and changes in fleet vehicle acquisition, *Runzheimer Reports on Transportation* conducted a recent survey in which 202 fleet managers participated. Among the issues facing fleet managers which affect vehicle selection are changes in vehicle designs and styles, cost-effectiveness, and driver needs. According to the survey, the average fleet size of the responding fleet managers was 519 vehicles.

Several different methods are available for acquiring new vehicles, and the most typical ways are to purchase vehicles, to lease them, or to reimburse employees for the use of their own vehicles. According to the survey, (Table 1) many fleet managers utilize more than one method in managing their vehicles. Of the respondents, 63 percent chose to own and manage their own vehicles.

Survey respondents indicate that the vehicles comprising their individual fleets vary widely. According to survey results, cars comprise the largest number of vehicles in most fleets (Table 2). However, 15 percent of responding fleet managers said that pickups comprised the majority of their fleets. In addition, 15 percent indicated that no one particular vehicle dominates their fleets.

RESPONDENTS' METHODS OF MANAGING FLEET VEHICLES

	Methods Used*	Predominant Method**
Company-owned	80%	63%
Leased	47%	36%
Employee-provided	8%	1%

*Total exceeds 100% because of multiple answers.

**Respondents predominant method of managing more than 50% of fleet vehicles. Thus, company-owned vehicles comprise more than half of the fleets of 63% of the respondents, leased vehicles comprise more than half of the fleets of 36% of the respondents, and employee-provided vehicles comprise more than half of the fleets of 1% of the respondents.

Table 1

FLEET COMPOSITION

Type of Vehicle	Percent of respondents with vehicles in fleet*	Percent of respondents whose fleets have more than 50% of these vehicles
Cars	99%	58%
Full-sized vans	77%	8%
Pickups	76%	15%
Minivans	71%	3%
Sport/utility	51%	1%
No "typical" category	—	15%

*Total exceeds 100% because of multiple answers.

Table 2

CHANGES IN FLEET COMPOSITION

Type of Vehicle	Percent of Respondents Who: Added Vehicles to Fleet for First Time in 1988	Plan to Add for First Time in 1989	Are Phasing Out Vehicles from Fleet
Minivans	17%	4%	1%
Mid-sized pickups	7%	3%	0%
Compact pickups	6%	3%	6%
Sport/utility	6%	3%	3%
Full-sized pickups	4%	1%	1%
Full-sized vans	4%	1%	7%
Imports	3%	3%	2%
None	67%	85%	84%

*Total exceeds 100% because of multiple answers.

Table 3

VEHICLE ACQUISITION

Method	
Lease from lessor	42%
Purchase from local dealer	39%
Purchase from fleet dealer	35%
Purchase through lessor	10%
Purchase direct from manufacturer and drop-ship to dealer	8%
Purchase used vehicles	7%

*Total exceeds 100% because of multiple answers.

Table 4

TRENDS IN FLEET ACQUISITION

Respondents who changed or plan to change method to acquire vehicles	18%
Respondents who did not change or plan to change method to acquire vehicles	82%

Table 5

Design and Style Changes

As manufacturers continue to introduce new designs and styles, fleet managers recognize the needs these vehicles fill in their own fleets. As an example, minivans have become more popular as fleet vehicles. Smaller in size and generally less in cost than full-sized vans, the minivan continues to make its presence felt in many fleets (Table 3). Of the respondents, 17 percent indicated that additions of minivans to their fleets were made for the first time in 1988, and another four percent expected to add them for the first time in 1989. The survey also revealed that the minivan is replacing the full-size van as a service and utility fleet vehicle. The largest group of respondents who are eliminating vehicles, seven percent, indicate that they are phasing out full-size vans.

The compact pickup is not as attractive to fleet managers as minivans, the survey indicates. Even though six percent of the respondents said they are adding them to their fleets in 1988, and three percent plan to add them in 1989, another six percent plan on phasing them out. In addition, seven percent of the respondents indicated that they acquired mid-size pickups for the first time during 1988, and three percent plan to add them to their fleets for the first time in 1989.

Two- and four-wheel-drive utility vehicles have also impacted fleets, according to the survey. Of the responding fleet managers, six percent showed that they added sport/utility vehicles to their fleets this year, and three percent plan to add the vehicles to their fleet in 1989. In comparison, three percent indicated that they are phasing utility vehicles out of their fleets.

Changing Acquisition Methods

In light of the tax changes that occurred in 1987, fleet managers are looking beyond types of vehicles to how fleets are acquiring them, the survey says. Industry observers have felt that companies may turn to leasing and lessors to simplify fleet management practices and recordkeeping (Table 5). According to survey results, most fleets involve a lessor in the acquisition of their vehicles. Forty-two percent indicated that they lease their vehicles from lessors, and 10 percent purchase them through lessors.

Table 5 shows that 18 percent of the responding fleets either changed their method of acquiring vehicles or they plan to change methods in

the near future. However, a majority of the changes, as reported by the respondents, did not involve a dramatic switch to a new management method. Instead, these changes focused on cost containment, such as using a bidding process for purchasing vehicles. Other fleet managers said they had consolidated buying to obtain volume discounts through annual contracts.

Selection Criteria

Capital cost is the primary concern of a company in determining criteria for vehicle selection, the survey revealed (Table 6). This consideration was among the three most important criteria of 78 percent of the responding fleet managers. Performance history of the vehicle in the fleet was a top-three criteria of 49 percent of the respondents. This fact may suggest that fleet managers are cautious of selecting new models or vehicles with design changes. The third most important criterion, according to the survey, is serviceability, which was indicated as being in the top three criteria in 42 percent of the responses. Vehicle safety, both as a human concern for protecting driver welfare, and a corporate concern to minimize insurance costs, has increased in importance as a significant item to consider when selecting new vehicles. Survey results support this fact, particularly since most managers ranked safety ahead of depreciation when selecting vehicles. Among the selection criteria that most respondents consider less important are driver morale, load capacity, and fuel economy.

Rising Acquisition Costs

In comparison to their 1987 acquisition costs, few respondents reported a decline in their 1988 acquisition costs (Table 7). Only two percent of the respondents indicated that their 1988 costs decreased significantly. In comparison, 67 percent of the respondents said that their 1988 costs increased moderately. AF

SELECTION CRITERIA*

Percent of respondents who included each consideration as one of their three most important criterion for acquiring a new vehicle.

Capital cost	78%
Performance history with fleet	49%
Serviceability	42%
Vehicle safety	27%
Projected depreciation	18%
Driver morale	15%
Load capacity	14%
Warranty	14%
Fuel economy	13%
Company image	12%
Horsepower/Engine size	12%
Selection of options	5%
Drivetrain	2%

*Total exceeds 100% because of multiple answers.

Table 6

COMPARISON OF VEHICLE ACQUISITION COSTS 1988 VERSUS 1987

Compared to your 1987 per vehicle acquisition costs, did 1988 costs:

Increase significantly	5%
Increase moderately	67%
Remain about the same	21%
Decrease moderately	5%
Decrease significantly	2%

Table 7

SIX STEPS TO CONTROLLING ACQUISITION COSTS

1. Evaluate business use of vehicles and tighten eligibility to diminish fleet size.
2. Consolidate as many vehicle purchases as possible with one vendor to maximize volume.
3. Obtain bids from various fleet vendors in the area.
4. Negotiate with vendors to reduce shipping, vehicle preparation, and other destination costs.
5. Take advantage of fleet discounts or option package programs available from automakers.
6. Keep a keen eye on resale value when selecting vehicles.

USED CARS

The following are average used-car prices for the period ending August 10, 1988. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	Zone 1	Zone 2	Zone 3
86 AMC ALLIANCE			
Sdn 4 Dr L Series	3359	3394	3294
85 AMC ALLIANCE			
Sdn 4 Dr L Series	2566	2590	2514
86 AMC ENCORE			
Sdn 5-Dr S Series	3296	3330	3229
85 AMC ENCORE			
Sdn 5-Dr S Series	2540	2565	2489
86 BUICK SKYHAWK			
Cust Coupe	4815	4863	4720
Cust Sdn	4889	4939	4792
86 BUICK CENTURY			
Cust Sdn	6165	6226	6043
85 BUICK CENTURY			
Cust Sdn	4964	5012	4863
86 BUICK SKYLARK			
Cust Sdn	6170	6232	6047
85 BUICK SKYLARK			
Cust Sdn	3774	3812	3697
86 BUICK SOMERSET REGAL			
Coupe	6226	6288	6102
86 BUICK RIVIERA			
Coupe	9965	10,063	9765
85 BUICK RIVIERA			
Coupe	8180	8261	8016
86 BUICK LE SABRE			
Cust Sdn	7665	7741	7511
85 BUICK LE SABRE			
Cust Sdn	6146	6207	6022
86 CADILLAC DE VILLE			
Cpe	11,659	11,777	11,426
Sdn	11,811	11,928	11,575
85 CADILLAC DE VILLE			
Cpe	8927	9017	8750
Sdn	8927	9017	8750
86 CADILLAC SEVILLE			
Sdn	14,487	14,633	14,199
85 CADILLAC SEVILLE			
Sdn	12,183	12,305	11,940
86 CHEVY CHEVETTE			
Htchbk 4 Dr	3058	3089	2999
85 CHEVY CHEVETTE			
Htchbk 4 Dr	2450	2473	2403
86 CHEVY CAMARO			
Cpe	6653	6719	6519
85 CHEVY CAMARO			
Cpe	5535	5591	5424
86 CHEVY CAVALIER			
Sdn	4450	4494	4363
85 CHEVY CAVALIER			
Sdn	3531	3568	3459
86 CHEVY CELEBRITY			
Sdn	5651	5707	5537
85 CHEVY CELEBRITY			
Sdn	4368	4412	4280
86 CHEVY CAPRICE			
Sdn	6275	6339	6150
85 CHEVY CAPRICE			
Sdn	5835	5895	5721
86 CHRYSLER LE BARON			
Cpe	5654	5710	5541
Sdn	5711	5768	5596
85 CHRYSLER LE BARON			
Cpe	4529	4574	4438
Sdn	4558	4602	4467
86 CHRYSLER FIFTH AVENUE			
Sdn	8756	8845	8582
85 CHRYSLER FIFTH AVENUE			
Sdn	7096	7166	6953
86 DODGE OMNI			
Htchbk 4 Dr	3479	3514	3410
85 DODGE OMNI			
Htchbk 4 Dr	2747	2772	2690
86 DODGE ARIES			
Sdn	4338	4381	4253
85 DODGE ARIES			
Sdn	3265	3296	3199
86 DODGE DIPLOMAT			
Sln Sdn	5061	5111	4960
85 DODGE DIPLOMAT			
Sln Sdn	3907	3947	3830
86 DODGE LANCER			
Sdn	5574	5630	5462
86 DODGE 600			
Sdn	5367	5422	5261
85 DODGE 600			
Sdn	4080	4122	3998
86 FORD ESCORT			
Htchbk 4 Dr L Series	3675	3711	3601
85 FORD ESCORT			
Htchbk 4 Dr L Series	2894	2923	2836
86 FORD MUSTANG			
LX-4 Cpe	5364	5418	5255
85 FORD MUSTANG			
LX-4 Cpe	4405	4449	4316
86 FORD TAURUS			
GL Sdn 4 Dr	7032	7102	6891
86 FORD TEMPO			
GL Sdn 4 Dr	4611	4658	4519
85 FORD TEMPO			
GL Sdn 4 Dr	3567	3603	3495
86 FORD LTD			
Sdn	4702	4747	4607
85 FORD LTD			
Sdn	3715	3752	3640
86 FORD CROWN VIC			
Sdn	8352	8435	8184
85 FORD CROWN VIC			
Sdn	6773	6842	6641
86 FORD THUNDERBIRD			
Cpe	7166	7235	7022
85 FORD THUNDERBIRD			
Cpe	5876	5936	5760
86 LINCOLN CONTINENTAL			
Sdn	13,757	13,894	13,481
Town Car Sdn	12,563	12,688	12,312
Mark VII Cpe	13,452	13,586	13,183
85 LINCOLN CONTINENTAL			
Sdn	11,170	11,281	10,946
Town Car Sdn	10,137	10,238	9934
Mark VII Cpe	10,994	11,105	10,775
86 MERCURY LYNX			
L Htchbk 4 Dr	3712	3749	3639
85 MERCURY LYNX			
L Htchbk 4 Dr	2921	2951	2863
86 MERCURY COUGAR			
Cpe LS	7973	8053	7812
85 MERCURY COUGAR			
Cpe LS	6504	6570	6375
86 MERCURY TOPAZ			
GS Sdn 4 Dr	4788	4835	4692
85 MERCURY TOPAZ			
GS Sdn 4 Dr	3703	3739	3630
86 MERCURY MARQUIS			
Sdn	4790	4838	4695
85 MERCURY MARQUIS			
Sdn	3763	3800	3689
86 MERCURY GRAND MARQUIS			
Sdn	4790	4838	4695
85 MERCURY GRAND MARQUIS			
Sdn	7281	7355	7137
86 OLDS FIRENZA			
Sdn	4889	4939	4792
85 OLDS FIRENZA			
Sdn	3868	3907	3791
86 OLDS CIERA			
L Coupe	6111	6169	5988
L Sdn	6185	6247	6063
85 OLDS CIERA			
LS Cpe	4896	4947	4798
LS Sdn	4959	5007	4859
86 OLDS CALAIS			
Sdn	6194	6255	6070
86 OLDS CUTLASS SUPREME			
Cpe	6833	6903	6700
Sdn	6660	6728	6525
85 OLDS CUTLASS SUPREME			
Sdn	5470	5525	5364
86 OLDS 98			
Rgcy Sdn	9143	9234	8960
85 OLDS 98			
Rgcy Sdn	7447	7523	7299
86 PLYMOUTH HORIZON			
Htchbk 4 Dr	3477	3512	3408
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	2743	2769	2687
86 PLYMOUTH RELIANT			
Sdn	4320	4362	4234
85 PLYMOUTH RELIANT			
Sdn	3266	3297	3200
86 PLYMOUTH CARAVELLE			
SE Sdn	5404	5458	5295
86 PLYMOUTH GRAN FURY			
Salon Sdn	5098	5150	4998
85 PLYMOUTH GRAN FURY			
Salon Sdn	4058	4099	3978
86 PONTIAC T-1000			
Sdn	3089	3121	3026
85 PONTIAC T-1000			
Sdn	2501	2527	2453
86 PONTIAC SUNBIRD			
Sdn	4778	4826	4684
85 PONTIAC SUNBIRD			
Sdn	3752	3791	3677
86 PONTIAC 6000			
Sdn	5869	5929	5752
85 PONTIAC 6000			
Sdn	4539	4585	4449
86 PONTIAC GRAND AM			
Sdn	6444	6509	6316
86 PONTIAC FIREBIRD			
Cpe	6735	6802	6600
85 PONTIAC FIREBIRD			
Cpe	5598	5654	5485
86 PONTIAC BONNEVILLE			
Sdn	6384	6447	6254
85 PONTIAC BONNEVILLE			
Sdn	4897	4947	4798
86 PONTIAC GRAND PRIX			
Cpe	6846	6915	6711
85 PONTIAC GRAND PRIX			
Cpe	5675	5732	5560
86 PONTIAC PARISIENNE			
Sdn	7741	7816	7585
85 PONTIAC PARISIENNE			
Sdn	6138	6199	6015
86 NISSAN SENTRA			
Std Sdn 2 Dr	3688	3726	3614
86 NISSAN STANZA			
GL Ntch 4 Dr	6176	6237	6052
86 NISSAN MAXIMA			
SE Sdn	9319	9412	9133
85 NISSAN SENTRA			
Std Sdn 2 Dr	2877	2906	2821
85 NISSAN STANZA			
XE Htchbk 4 Dr	4398	4441	4310
85 NISSAN MAXIMA			
SE Sdn	7609	7687	7456
86 TOYOTA COROLLA			
Sdn 4 Dr Dlx	5254	5307	5148
86 TOYOTA CAMRY			
Sdn 4 Dr Dlx	7068	7139	6926
86 TOYOTA CRESSIDA			
Lux Sdn	10,581	10,686	10,369
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	4427	4471	4337
85 TOYOTA CAMRY			
Dlx Sdn 4 Dr	5747	5804	5632
85 TOYOTA CRESSIDA			
Sdn	8288	8370	8121
86 VOLKSWAGEN JETTA			
Sdn 4 Dr	6506	6572	6379
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5397	5452	5290

CALENDAR

SEPTEMBER

8-11—Association For Commuter Transportation's (ACT) Annual Conference, Peabody Hotel, Memphis, TN. Information: (202) 659-0602.

13-18—Automechanika '88, Messe Frankfurt, Frankfurt, West Germany. Information: 069-7575-6320.

18-19—American Automotive Leasing Association's 1988 Midyear Meeting, The Westin Hotel Downtown, Chicago, IL. Information: (202) 223-2600.

22-24—Automotive Fleet & Leasing Association's 1988 Midyear Conference, Harbor Beach Marriott, Ft. Lauderdale, FL. Information: (213) 376-8788.

OCTOBER

6-9—50th National Auto Auction Association Convention, Atlanta Marriott Marquis, Atlanta, GA. Information: (402) 464-2170.

16-20—76th National Safety Council Congress & Exposition, Orange County Convention/Civic Center, Orlando, FL. Information: (312) 527-4800.

27-30—Fourth Annual Conference and Exposition of the National Association of Fleet Resale Dealers, St. Anthony Intercontinental Hotel, San Antonio, TX. Information: (213) 923-1276.

NOVEMBER

3-6—Legislative Issues Segment, National Vehicle Leasing Association, Lafayette Hotel, Boston, MA. Information: (213) 838-3170.

AD INDEX

AC Products 3
ARI 8
Adrian Steel 93
American Automotive Leasing Assoc. 133
American Isuzu 81
Ted Arendale Ford 137
Associates Leasing 42, 43
Auto Driveaway Co. 137
Avis Leasing 67
Avis Used Cars 15

Beaudry Ford 135
Biggers Chevrolet 151
Ken Brown Leasing 140
Walker Buerge 142
Business Driver 147

Cadillac ..... IFC, 1
Chicagoland Dealers 86, 87
Chevrolet Truck 54, 55
Chrysler Motors 46, 47, 49
Consolidated Service Corp. 92
Crown Fleet Services 24

Delco Products 4, 5
Durakon Industries 85

Elmhurst C-P 149

Faul Fleet Group 131
Ford Car 6, 7
Ford Fleet Service Plan 89

GEC Fleet Services 27
Greater LA Dealers 41

Jiffy Lube International, Inc. 139
Johnny's C-P 17

Ke" 9lue Book 144
Kr lfg. Co. 90
D Fleet Services 77
LMV ing 18, 143
Lease F 1 USA 62

Leaseway Puerto Rico 30
Leasing Assoc./Allstate 129
Lend Lease Cars 58, 59
Lincoln/Mercury 79
Longo Toyota 19

Magarity Chevrolet 66
Mazda 61

Nalley Fleet 14
National Auto Research 23
New York Area Dealers 141

Oldsmobile 64, 65

PH & H 33
Pacifico 13
Pontiac ..... BC

Rocky Mountain Dealers 94
Roto Lincoln/Mercury 138

Sam White Fleet Sales 73
ServNet Auctions 25
Shell Oil Co. 37
Snappy Car Rental 57
Southern California Dealers 83
Sovran Leasing Corp. 21
Stillman Fleet Group 144
Subaru of America 39

Thorson Buick 14
Toyota Fleet ..... 154, IBC
Transnational Leasing 17

Universal Ford 143

Volkswagen 28

Wheels 22
Wheelways/Maguire 71
Wilkie Enterprises 69

Yugo of America 16

GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Juneau, AK	147.9¢	134.4¢
Tucson, AZ	125.9	94.9
Inglewood, CA	149.4	99.9
New London, CT	109.4	108.4
Orlando, FL	124.4	99.4
Chicago, IL	140.7	107.4
New Orleans, LA	129.7	94.4
Detroit, MI	136.1	101.2
Springfield, MO	105.4	88.9
Greensboro, NC	117.2	94.9
Trenton, NJ	89.4	N/A
Las Vegas, NV	129.9	104.9
Rochester, NY	101.6	92.9
Oil City, PA	93.9	84.4
Spokane, WA	141.6	103.6

Survey conducted during the first five working days of August 1988.
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